

## Message Text

UNCLASSIFIED

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13

ACTION EB-11

INFO OCT-01 EUR-25 ADP-00 COME-00 XMB-07 SSO-00 TRSE-00

RSR-01 RSC-01 /046 W

----- 115847

O 051118 Z MAY 73

FM AMEMBASSY WARSAW

TO SECSTATE WASHDC IMMEDIATE 3771

UNCLAS WARSAW 2121

E. O. 11652 NA

TAGS: ETRD, ESTC, PL

SUBJECT: BID OF A. EPSTEIN COMPANIES FOR CONSTRUCTION  
OF POLISH MEAT PLANTS.

PASS FOR INFO TO EXIM AND COMMERCE

DEPARTMENT REQUESTED TO TELEX OR CABLE FOLLOWING  
MESSAGE IMMEDIATELY:

TELEX 25-4314

MR. RAYMOND EPSTEIN

CHAIRMAN OF THE BOARD

THE A. EPSTEIN COMPANIES INC.

2011 W. PERSHING ROAD

CHICAGO, ILLINOIS

I MET WITH LACHOWSKI, GENERAL DIRECTOR OF POLIMEX- CEKOP,  
TOGETHER WITH POLIMEX OFFICIALS PSZCZOLKOWSKI AND  
HILKNER MORING OF MAY 5 TO REVIEW PRESENT STATUS OF MEAT  
PLANTS CONTRACT. CONSISTENT WITH VIEW EXPRESSED TO EMBASSY  
EARLIER IN WEEK BY MR. ALTBACH, LACHOWSKI SAID ALL THREE  
REMAINING BIDS ( EPSTEIN, BERLIN- CONSULT, SWEDISH) WERE ABOUT  
EQUAL, TAKING INTO ACCOUNT TECHNICAL, PRICE AND FINANCING  
CONSIDERATIONS. FINAL CHOICE, HE SAID, WOULD BE MADE  
BY MIDDLE OF NEXT WEEK, AND HE PROMISED TO INFORM US OF  
DICATION BY MAY 9 OR 10. IN RESPONSE TO QUESTION WHETHER THERE  
WAS ANYTHING MORE EPSTEIN COULD DO AT THIS POINT, LACHOWSKI  
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MENTIONED TWO POINTS: EPSTEIN'S PRICE AND START-UP DATES FOR THE TWO PLANTS. RE LATTER POINT, SPECIFIC CONCERN WAS EXPRESSED REGARDING NEW INDICATION OF REQUIREMENT TO POSTPONE FINAL DELIVERY BY TWENTY DAYS. IF EPSTEIN COMPANIES HAD ANYTHING FURTHER TO SAY ON EITHER OF THESE TWO POINTS, HE SAID IT COULD STILL BE TAKEN INTO CONSIDERATION IF TELEXED AND RECEIVED BY HIM NO LATER THAN MONDAY MAY 7.

IN INFORMAL CONVERSATION WITH HILKNER MAY 2, HE STRESSED WILLINGNESS OF BERLIN-CONSULT TO BE RESPONSIVE TO ALL POLIMEX REQUESTS, AND INDICATED CONCERN RE RECENT INCREASE IN EPSTEIN PRICE. HE ALSO SAID GERMAN FIRM HAD OFFERED TO REIMBURSE POLISH SIDE FOR ANY PORTION OF INTEREST PAYMENT PAID THROUGHOUT REPAYMENT PERIOD WHICH EXCEEDED 6 AND ONE HALF PERCENT.

AMBASSADOR DAVIES REITERATED TO FOREIGN TRADE MINISTER THIS WEEK OUR STRONG INTEREST IN OUTCOME OF THESE NEGOTIATIONS.

IN RESPONSE TO INQUIRY TO US FROM NUTRIDAN, PASSED VIA DANISH EMBASSY SINCE ALTBACH'S DEPARTURE HIS WEEK, WE SOUGHT TO HAVE OBTAINED RECONFIRMATION FROM EXIM BANK IN WASHINGTON THAT EXIM ADHERES TO POSITION OF PROVIDING DIRECT LOANS NOT EXCEEDING 45 PERCENT OF CONTRACT PRICE. BANK INDICATED SOLUTION TO PROBLEM COULD LIE IN FINDING COMMERCIAL BANK WILLING TO EXTEND CREDIT FOR REMAINING 45 PERCENT AT RATE LESS THAN ONE PERCENT OVER PRIME. EXIM BANK EXPERIENCE INDICATES THAT MANY COMMERCIAL BANKS PARTICIPATING UNDER THE EXIM BANK FINANCIAL GUARANTEE ARE WILLING TO DO SO AT LESS THAN THAT RATE. SCHMIDT, AMERICAN EMBASSY WARSAW. DAVIES

NOTE BY OC/ T: NOT PASSED ABOVE ADDRESSEE.

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NMAFVVZCZ

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